

Message Text

UNCLASSIFIED

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41

ACTION XMB-04

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 CIAE-00 INR-07

NSAE-00 TRSE-00 /029 W

----- 013054

R 260722Z FEB 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3984

UNCLAS ABU DHABI 0499

DEPARTMENT PASS EXIM

E.O. 11652: NA

TAGS: BEXP, TC

SUBJ: WESTINGHOUSE BIDDING ON SUPPLY OF TURBINES FOR DUBAI
ALUMINIUM SMELTER

1. WESTINGHOUSE REPS IN DUBAI HAVE INFORMED US THAT
COMPANY IS SUBMITTING TENDER FOR SUPPLY OF THREE
350 MGW GAS TURBINES FOR DUBAI'S ALUMINIUM SMELTER
(DUBAI). ESTIMATED VALUE OF CONTRACT, INCLUDING
INSTALLATION ON CIVIL WORKS PROVIDED BY DUBAI ESTIMATED
AT DOLLARS 100 MILLION.

2. TERMS OF TENDER REQUIRE SUPPLIER TO SUBMIT FINANCING
PACKAGE. ACCORDING TO REPS. HERE, ISSUEANCE OF PRELIMINARY COMMITMENT
BY EXIM CONTINGENT UPON STATEMENT OR OTHER INDICATION FROM
DUBAI GOVERNMENT THAT EXIM FINANCING IS "ACCEPTABLE". APPROACHES
TO VARIOUS GOVERNMENT OFFICIALS BY WESTINGHOUSE FOR
SUCH A STATEMENT HAVE SO FAR BEEN BRUSHED ASIDE AND
COMPANY NOW REQUESTING EMBASSY ASSISTANCE.

3. WE HESITANT TO MAKE ANY FORMAL APPROACHES HERE
UNTIL WE HAVE BETTER UNDERSTANDING OF WHAT EXIM
REQUIREMENTS ARE IN THIS PARTICULAR CASE. WE
HAVE FRANKLY RECEIVED THIS STORY THIRD HAND (FROM
WASHINGTON, VIA PITTSBURGH, VIA DUBAI) AND WOULD
APPRECIATE INFORMATION FROM EXIM BEFORE WE
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PROCEED.

4. TENDER SUBMISSION REQUIRED BY MARCH 13. REQUEST
PRIORITY RESPONSE.
STERNER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 26 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Margaret P. Grafeld
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TAGS: BEXP, TC
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Type: TE
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